

Underwriters Laboratories



Your Partner
in Safety



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Implications of Commercial Product Insertion into the National Defense



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**Tom Castino, President and CEO,
Underwriters Laboratories Inc.
March 28th, 2001**

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The Bigger Picture



- What does it mean to the...
 - *DoD?*
 - *Industrial base?*
 - *Testing & evaluation sector?*

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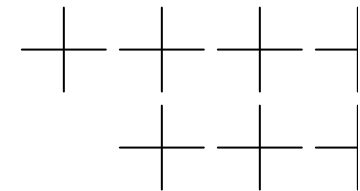


What has been UL's Role?



- **For 100+ years, UL has been a key architect of the U.S. product safety system**
- **Federal Government has relied on UL for 25 years**
- **MilSpec vs. UL Standards?**
- **DoD adoption of 164 UL Standards**

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Five Product Category Standards



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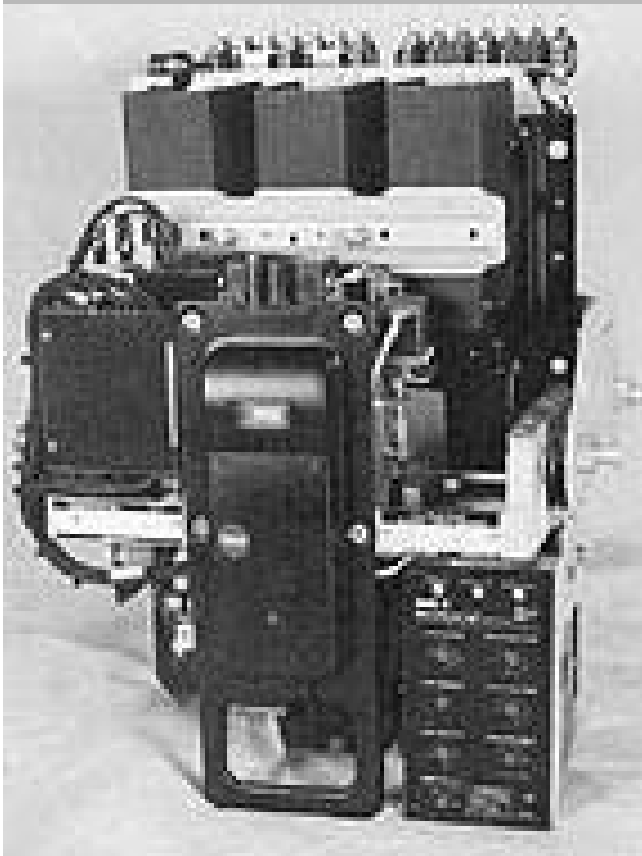
- **40% - Electrical Construction Materials**
- **22% - Construction Materials; Industrial HVAC Equipment; Tanks & Accessories**
- **21% - Appliances; Tools; Test & Measuring Equipment; IT Equipment**
- **9% - Fire Protection & Suppression; Burglary Protection & Signaling Equipment**
- **8% - Test Method & Component**

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40% Electrical Construction Materials



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22% Construction Materials: Industrial HVAC Equipment: Tanks and Accessories



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21% Appliances: Tools: Test & Measurement Equipment: IT Equipment



9% Fire/Suppression/Burglary Protection: Signaling Equipment



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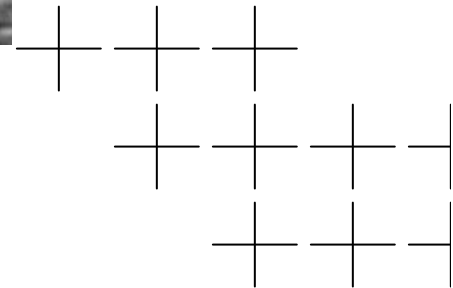
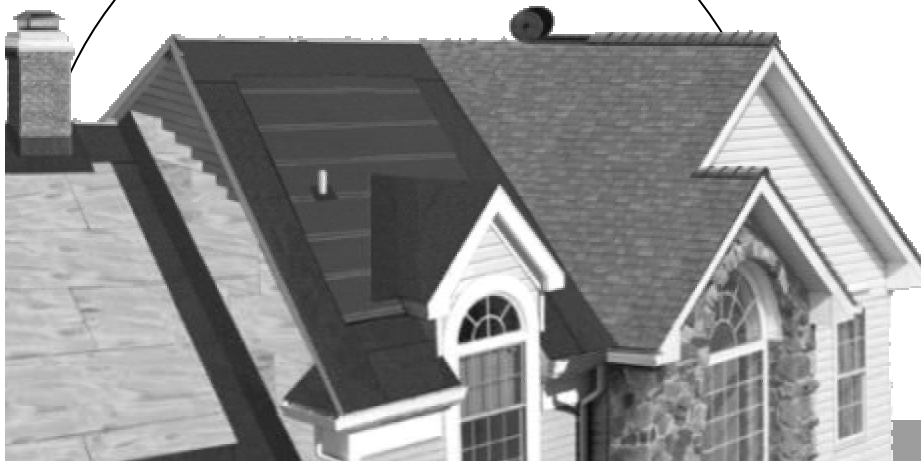
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8% Test Method & Component



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The Role of Safety



- **A shared mission: UL and the National Defense**
- **Recent example:**
 - **-UL and the NTSB (AFCI's)**
- **Future opportunities to work together**
- **Safety adds value**
- **Testing and evaluation – an investment**

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The Implications, or... “The Rest of the Story”

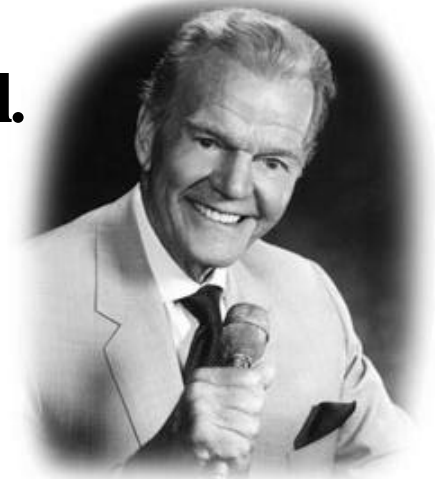


“COTS Means Business!”

➤ ***Military reduces costs...manufacturers increase revenue...***

- **If you buy a product off-the-shelf it will meet all military applications, right?**
- **A gap exists - one size does not fit all.**
- **UL's Standards Technical Panel**

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The Implications, or... “The Rest of the Story”



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- **GAO Report - need for inventory control**
- **Military is moving towards:**
 - **Just-in-Time (JIT) distribution**
 - **International standards like ISO**
 - **Higher levels of accuracy**

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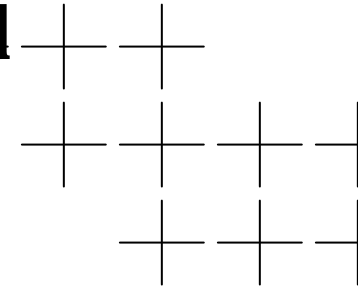
UL's Adjunct Services

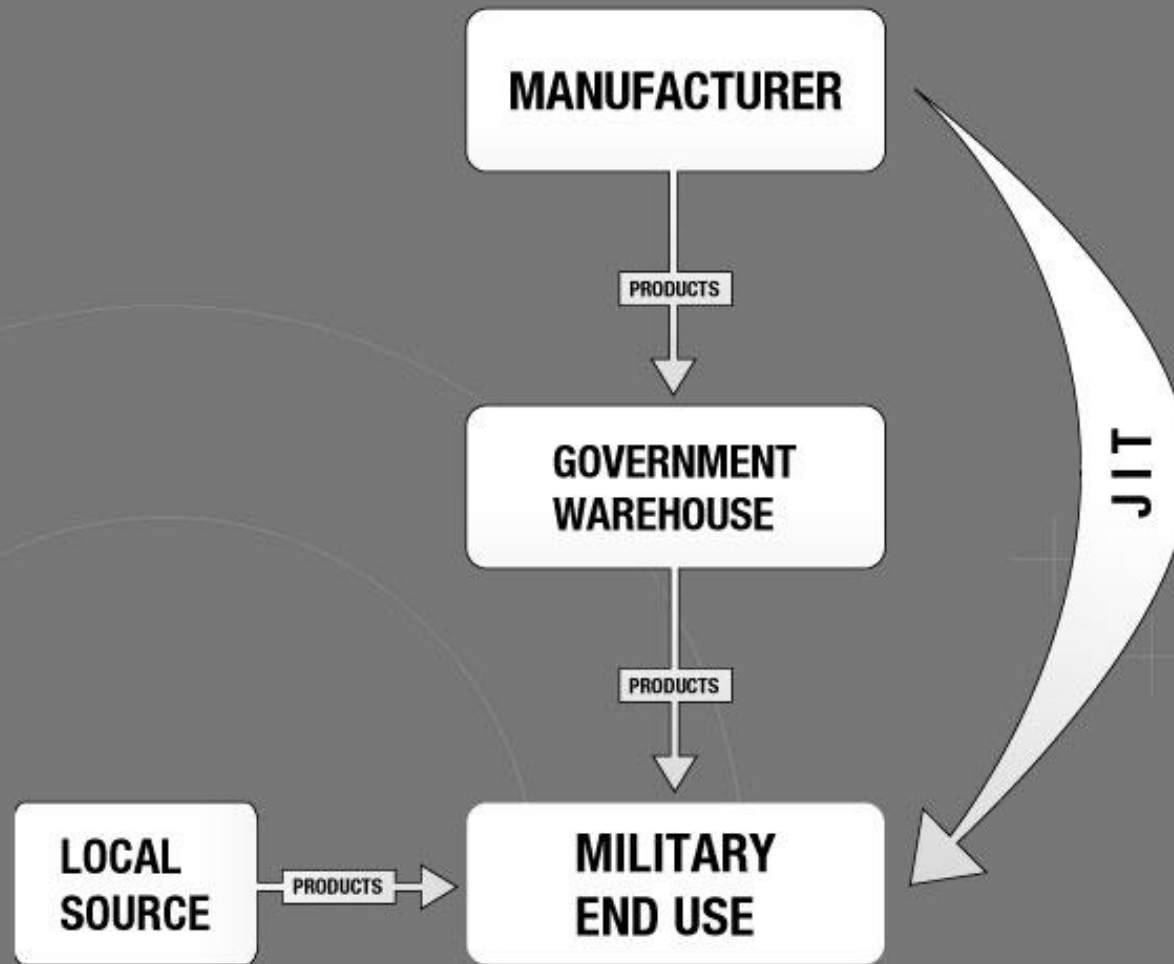


***“Related to, but Not Necessarily
Part of”***

- **QRS - Quality Registration Services**
- **CITS - Commercial Inspection and Testing Services**
- **Specialized Testing**

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Quality Registration Services



- **UL - Leading ISO registrar**
- **ISO's effectiveness tied with exact procurement processes**
- **Manufacturer benefits: International market acceptance and fewer product returns**
- **Military benefits: More control over inventory = \$\$\$ savings**
- **Leveraged with JIT inventory**

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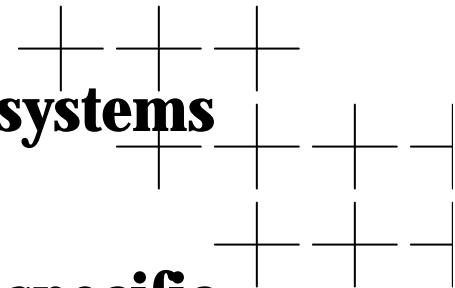
Quality Registration Services Standards

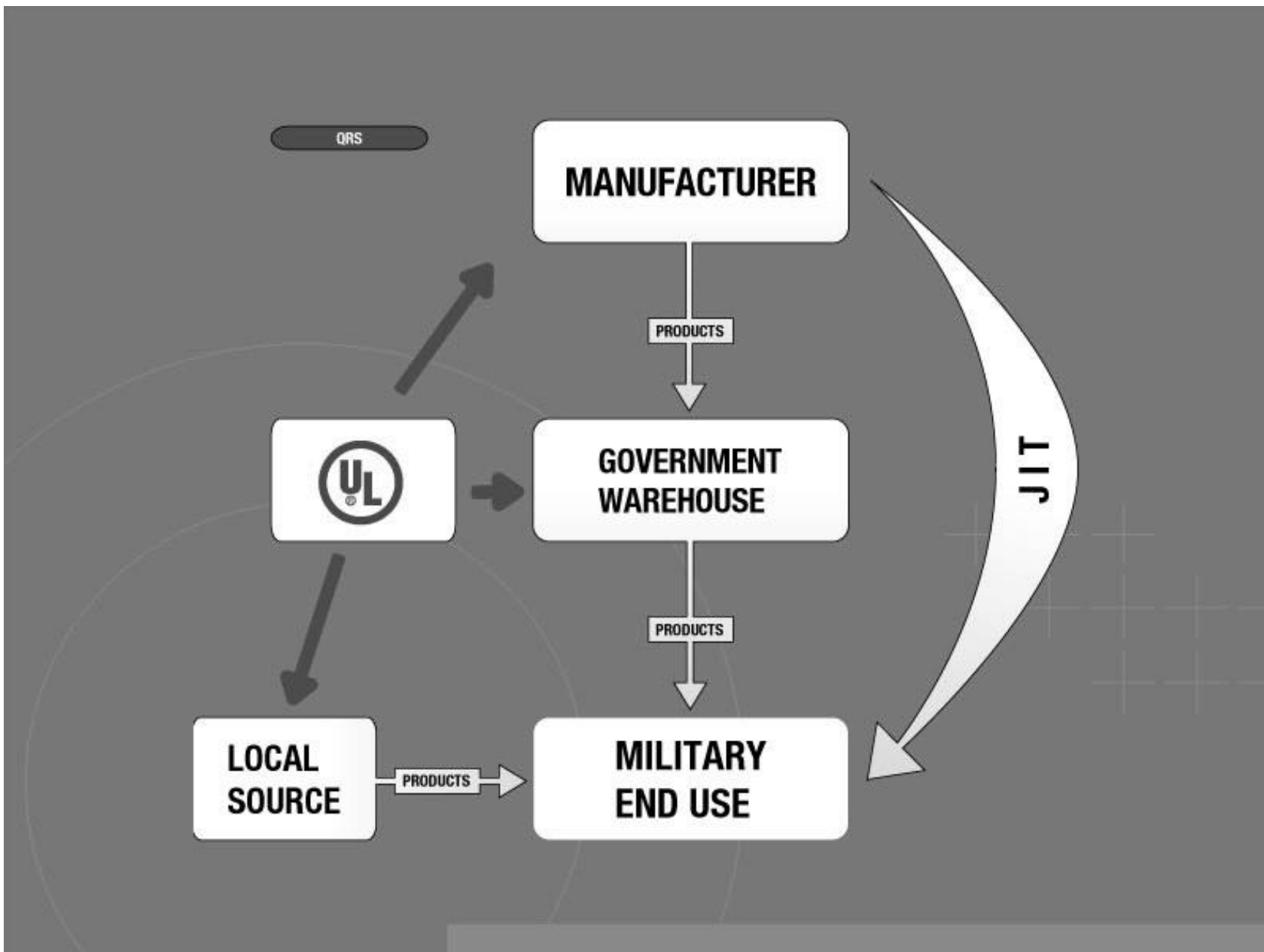


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- **ISO 9000:** **Quality mgmt. systems**
- **QS-9000:** **Automotive specific**
- **TE Supplement:** **Automotive parts**
- **ISO 14001:** **Environmental mgmt. systems**
- **AS 9000:** **Aerospace specific**
- **VDA: 6.1:** **Germany's automotive specific**
- **TickIT:** **Information technology specific**

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Commercial Inspection and Testing Services



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- **Preshipment validation & verification**
- **Military - current local sourcing practice**
- **Preshipment inspection** - *color verification, external finish quality, lot quantity, thickness, label markings, model numbers, packaging, shipping addresses, bar code verification, the witnessing of performance tests, checking accessories and indoor/outdoor temperature, humidity, dust, and related conditions.*
- **CITS - outside of UL's traditional scope**
- **DOD - too \$\$\$ to send inspectors overseas**
- **UL - global personnel 'on-the-ground'**

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QRS
CITS

MANUFACTURER

PRODUCTS

**GOVERNMENT
WAREHOUSE**

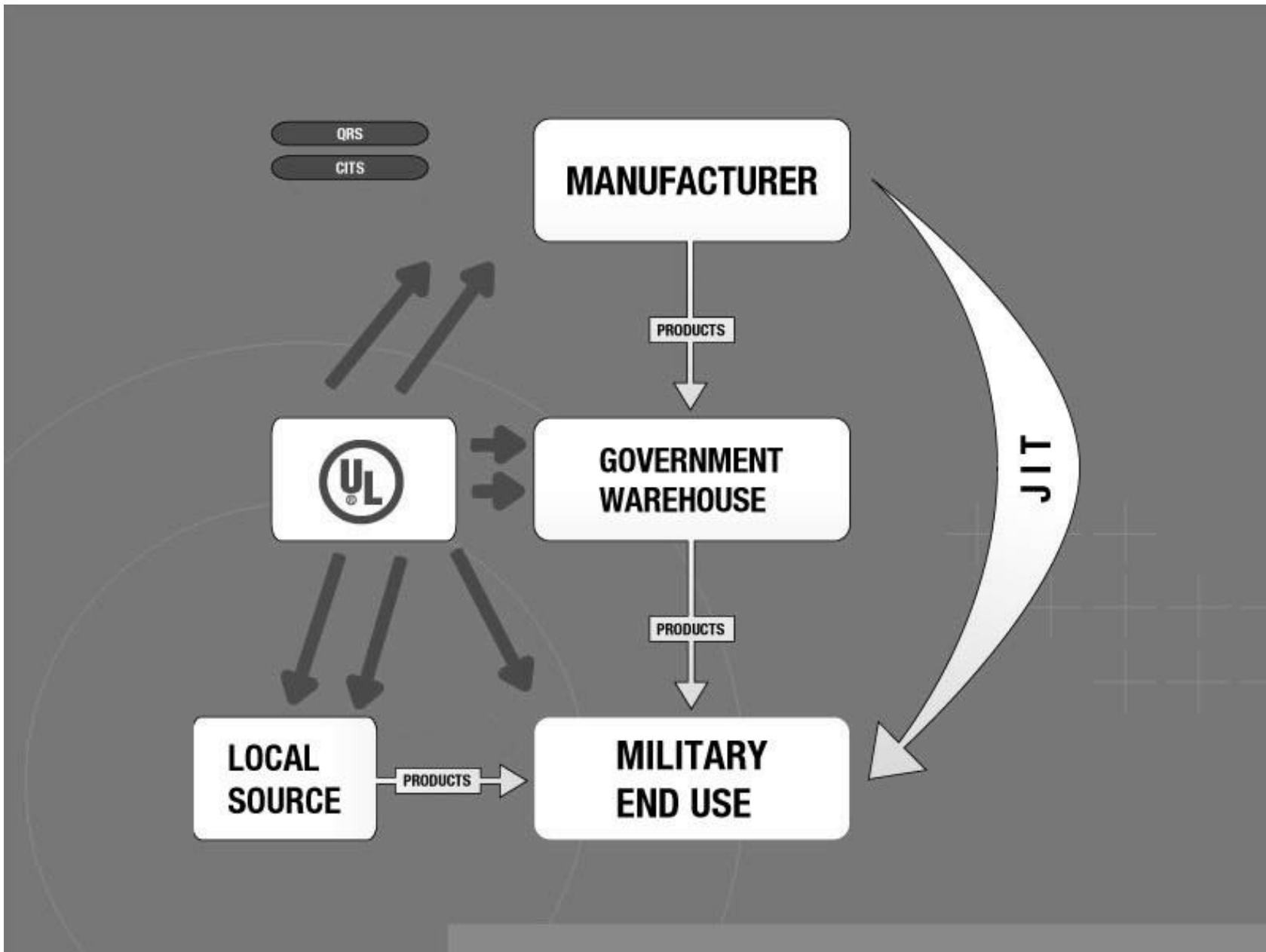
PRODUCTS

**LOCAL
SOURCE**

PRODUCTS

**MILITARY
END USE**

JIT



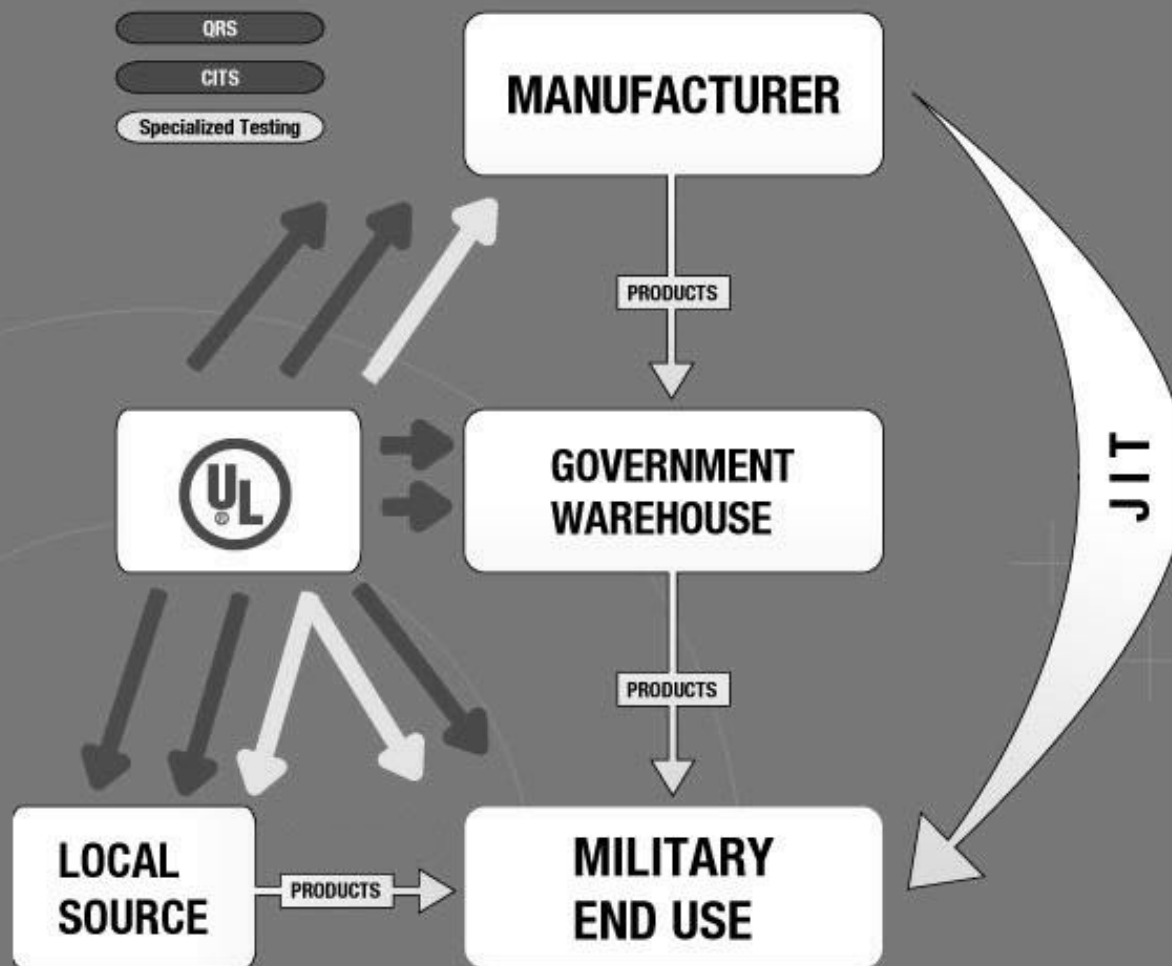
UL's Specialized Testing



“Site Needs Prevail”

- **Investigative** – **Toxic fumes? Toxic smoke?**
- **Functionality** – **High humidity and temperatures? Sand storm?**
- **Reliability** – **Longevity? Dependability? Fast-acting?**
- **High-Tech** – **EMC and Lasers**

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Laser and EMC Testing



- **Fall under traditional UL services**
- **EMC locations worldwide - international EMC Mark**
- **Laser testing - customized needs**
- **Total safety resource - www.ul.com**

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Stay Tuned!



- **Two 'Big Picture' implications:**
 - *opportunities to work together*
 - *safety adds significant value*
- **The 'Rest of the Story':**
 - *military reducing \$\$ - manufacturers increasing \$\$*
 - *one size does not fit all*
 - *distribution migrating to 'best practices'*
- **UL & National Defense**

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